



HAMZA KHAN

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DOB : 01/01/1994

OBJECTIVE

SECURE A RESPONSIBLE CAREER OPPORTUNITY TO FULLY UTILIZE MY TRAINING AND SKILLS, WILL MAKING A SIGNIFICANT CONTRIBUTION TO THE SUCCESS OF THE COMPANY.

EXPERIENCE

FMART SUPERMARKET CONVENIENT STORE LLC

2021 - present

AST MERCHANDISER SUPERVISOR

- Reporting to the Supervisor or other senior managers as required.
- Liaising between the Supervisor and other employees.
- Hiring and training new employees.
- Developing training materials and conducting training sessions and workshops.
- Establishing business knowledge and awareness of shared company goals.
- Monitoring both individual and team job performance metrics.
- Providing staff with technical guidance and assistance.
- Relaying productivity concerns to the Supervisor.
- Preparing job descriptions and work schedules.
- Assisting with other administrative tasks, when required.

FASHION ZONE

2019 - 2021

CASHIER AND SALES MERCHANDISER

- Describe and promote products in line with customer's express needs promoting purchase of related products.
- Describing and promoting product in line with customer's express needs promoting purchase of related products.
- Assists in maintaining store equipment.
- Actively listen to customers, answer questions and provide assistance.
- Taking initiative to increase knowledge of total store products and services.
- Ring sales, handle returns, turn returns into exchanges.

PANDA HYPERMARKET

2016 - 2018

SECTION MERCHANDISER

- Plan, implement and manage merchandising strategies.
- Analyze and track sales figures.
- Track and manage customers satisfaction.
- Collaborate and work with buyers, suppliers, distributors.
- Negotiate deals and lower prices.
- Monitor daily operations.
- Monitor logistics and supply chain.
- Prepare and budgets using different forecasting methods.
- Define KPIs
- Track KPIs and make reports.
- Monitor stock movement and consider markdowns, promotions, price changes, clear outs etc.
- Build and maintain relationships with customers.
- Stay up to date with the latest technology and industry's best practices.

SHOBRA FASHION

2014 - 2016

SALES AND CASHIER

- Communicating with clients to understand their needs and offer solutions to their problems.
- Procuring new clients through direct contact. word-of-mouth. and col laboration department.
- Attending networkng activities to research and connect with prospective clients.
- Creating positive, long-lasting relationships with current and potential clients.
- Maintaining meaningful relationships with existing clients to ensure that they are retained.
- Equipping staff with the technical and social skills needed to enhance sales.
- Reviewing clients' feedback and implementing necessary changes.

EDUCATION

MOTHER HALEEMA CENTRAL

2013

SSC secondary

Grades - **B+**

BASIC COMPUTER COURSE.

INDIA HABITAT CENTRE, LUCKNOW

SKILLS

PROBLEM SLOVING ,TEAMWORK, TIME MANAGEMENT, POSITIVE ATTITUDE, WILLING TO LEARN.,

LANGUAGE

Hindi,English, Arabic
